

Dear FCC Commissioners & Staff:

Dataframe is a small independent ISP located in Walnut, CA. There are two local LEC in the immediate region, Pacific Bell and Verizon. These two LECs have instituted predatory pricing structures which all but cut us from competing on DSL offerings.

Example 1.

Verizon offers retail DSL with FREE installation and \$39.95 per month. While the whole sales side (small ISPs like us) gets \$199 installation fee with \$37 per month fee. We simply cannot do business this way.

Example 2.

Pacific Bell makes it outrageously expensive to interconnect to their DSL frame work and adds significant cost to each DSL account. The end result is that PacBell's retail DSL is actually cheaper than our cost.

Small, private ISPs like us provides valuable personal services to clients of varying sizes. Anywhere from personal attention, to quick response, to added services to active monitoring of circuits all add value to our services over LEC.

Because it makes no sense cost wise for us to provide DSL services and make a mere \$2/month, we are in the process of leaving the DSL market.

Please keep us small folks in mind while you make your decisions concern broadband access to LEC networks. Just look around at the DSL market and count how many of us have already gone out of business, you can then understand the impact. The point is that the current situation is already unbearable. If rules and regulations don't change, we are being put of business. If rules and regulations changes towards the favor of the LEC, then we are out of business all the sooner.

Sincerely.

Sincerely,

Michael Tsai
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